

Message Text

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DRAFTED BY: STEPHEN H GOODMAN

APPROVED BY: FTHOMAS EB/IFD/ODF

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FM SECSTATE WASHDC

TO AMEMBASSY LONDON PRIORITY

UNCLAS STATE 217896

E.O. 11652: N/A

TAGS: EFIN

SUBJECT: EXPORT FINANCING

PASS TREASURY REPRESENTATIVE AMMERMAN

1. EXIMBANK VICE PRESIDENT, POLICY ANALYSIS, STEPHEN H GOODMAN, PLANS TO VISIT LONDON SEPTEMBER 23 TO SEPTEMBER 28. PRIMARY PURPOSE OF VISIT IS TO REVIEW EXPORT FINANCING DEVELOPMENTS IN THE UNITED KINGDOM. EMBASSY ASSISTANCE IN ARRANGING ACCOMMODATIONS AND MEETINGS WITH GOVERNMENT, BANKING AND INDUSTRY REPRESENTATIVES WOULD BE APPRECIATED.

2. MR GOODMAN WILL ARRIVE LONDON ON SEPTEMBER 23 AT 2140 ON PAN-AM FLIGHT 100 AND WILL DEPART LONDON FOR AMSTERDAM ON SEPTEMBER 28 AT 0930 VIA BEA FLIGHT 504. RESERVATIONS FOR SINGLE WITH BATH FOR THE EVENING OF SEPTEMBER 23 THROUGH SEPTEMBER 27 AT BRITANNIA OR COMPARABLE HOTEL ARE REQUESTED. PLEASE INFORM HOTEL OF LATE ARRIVAL ON SEPTEMBER 23. WILL MAKE OWN AIRPORT ARRANGEMENTS.

3. PLEASE ARRANGE SCHEDULE OF BUSINESS CALLS. MR. GOODMAN WOULD APPRECIATE MEETINGS WITH APPROPRIATE INDIVIDUALS AT THE DEPARTMENT OF TRADE AND INDUSTRY, BANK OF ENGLAND (POSSIBLY INCLUDING UNCLASSIFIED

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JOAN KELLY), AT THE BANKERS RESEARCH UNIT (INCLUDING MR RICHARD

FRY), AND FINANCIAL TIMES (INCLUDING MR DAVID CURRY). WOULD ALSO LIKE TO REVIEW U.K. EXPORT FINANCING PRACTICES WITH KNOWLEDGEABLE REPRESENTATIVES FROM LEADING U.M. AND/OR U.S. BANKS IN LONDON (POSSIBLE INCLUDING MARION SWEAT AT MORGAN GRENFIELD, SOMEONE AT NATIONAL WESTMINSTER, AND B SHEPHERD AT MIDLAND BANK). IF POSSIBLE WOULD ALSO APPRECIATE MEETINGS WITH ONE OR TWO LEADING BRITISH EXPORTERS SUCH AS BRITISH AIRCRAFT CORPORATION OR JOHN BROWN & CO. OR GENERAL ELECTRIC CO., LTD., U.K. PLEASE HOLD THURSDAY OPEN FOR EXIMBANK-ARRANGED CALLS WITH ECGD.

4. PLEASE ADVISE MR GOODMAN DIRECTLY OF CONFIRMED HOTEL RESERVATIONS. APPRECIATE EMBASSY ASSISTANCE. KISSINGER

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